

Japan Display Inc.

FY24/3 Full-Year Corporate Presentation

May 13, 2024



PersonalTech For A Better World



FY24/3 Overview



- Rapid Progress in Gamechanging eLEAP Technology Development, Launch of Mass Production in Dec 2024
- Lower Sales & Higher Profitability Continuing to Lower Break-Even Point via Relentless Fixed Cost Reductions & Higher Productivity
 - Production-end at less competitive G3.5 Higashiura fab & cost reductions at more competitive G6 Mobara fab
 - VR growth YoY, but well below JDI's forecast for both sales & earnings
- Amidst Challenging Operating Environment, Continuing to Drive Radical Transformation of Core Profitability, EBITDA Positive in H2

FY24/3 Overview ⁽²⁾

- JDI Ishikawa Fab Severely Impacted by M7.6 Earthquake that Hit Ishikawa Prefecture on New Year's Day – Decisive Response & Minimal Earnings Impact
 - Experienced multiple burst pipes, water leaks, boiler stoppages, equipment damage, and machine misalignment
 - Immediately launched a 70-person recovery task force and commenced recovery actions from early morning Jan 2
 - Partial production resumption on Jan 24, full resumption on Jan 31
- Production End at Older G4 Tottori Fab to Reduce Fixed Costs & Drive Higher Earnings (Production End: March 2025)
- Accelerating METAGROWTH 2026 with Acquisition of JOLED Engineering Talent (July 2023)
- Continued Focus on Sustainability & New Support for TCFD

- Strong Growth in Profitable & Strategically Important OLED Business
 - Continuing market shift from LCD to OLED
 - JDI's world-leading OLED technology driving strong customer demand & JDI market share growth
 - 100% fab utilization customer demand exceeds capacity, will fill increased demand with eLEAP
 - +74% YoY growth for FY24/3, with continued growth in FY25/3 and beyond
 - Having generated economies of scale, OLED business now structurally profitable
- In Addition, eLEAP Delivers Unprecedented Cost-Performance & Customer Value & Will Further Drive JDI's Growth

Progressing Discussions to Expand eLEAP Capacity in Wuhu, China by >50X

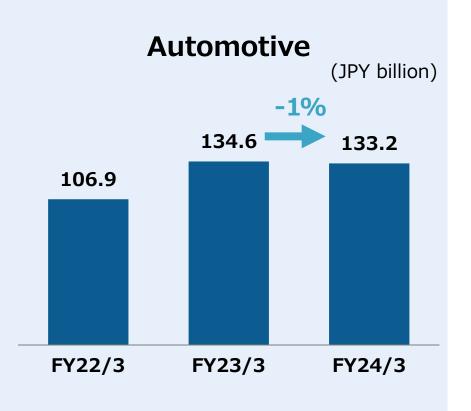
FY24/3 Overview ④

- In Contrast, LCD Business Remains Unprofitable & Requires Continued Radical Transformation – JDI Is Committed to Getting It Done
 - Relentless cost reductions
 - Generating multiple new Global No. 1 technologies, products, & businesses in line with METAGROWTH 2026 growth strategy
 - Driving higher LTPS fab utilization to achieve economies of scale
- Tight Supply of High-Performance LTPS LCD, at which JDI Excels, & Geopolitical Risk Moving Some Production Away from China & Taiwan Creates Significant Opportunity to Boost Fab Utilization & Drive Industry Consolidation
- Moving Forward with <u>CHINA + INDIA</u> Fab Strategy, Building Local Production & Presence in Massive, Growing Markets

Long-Term Growth Driver with Robust Stability due to Long-Term Supply Contracts

Ongoing Major Customer Engagements for eLEAP & Other NextGen JDI Tech

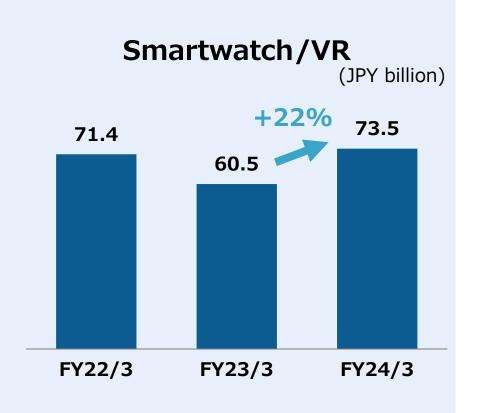
Sales Slightly Down YoY from Exit of Unprofitable Products



Note: To make them easier to understand, JDI has changed segment names from FY24/3 Q2 as follows: "Mobile" to "LCD Smartphone" and "Non-Mobile" to "Smartwatch/VR." Please note that this change is only a name change and does not impact the segment definitions themselves.

Diverse Product Portfolio Offers Both Ongoing Growth & Stability

OLED +74% YoY, with VR Also Up Driving >20% YoY Growth

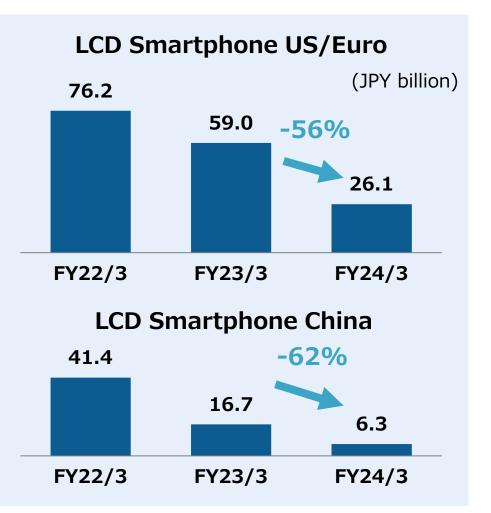


FY24/3 Overview | LCD Smartphone (Non-Core)

Exiting Commoditized Smartphone Business to Focus Engineering Resources on JDI Proprietary NextGen Tech

Will Re-enter Smartphones with Competitively Advantaged eLEAP

Sales Down 57% YoY





FY24/3 Earnings

Lower Sales & Higher Profitability – Continuing to Lower Break-Even Point via Relentless Fixed Cost Reductions & Higher Productivity

(Units: JPY billion)	Result	YoY				
Sales	239.2	-12 %	Grew core businesses (Automotive,			
Core Businesses	206.7	+6 %	Smartwatch/VR), while continuing to downsize			
Non-Core Businesses	32.4	-57 %	commoditized, non-core LCD smartphone business			
EBITDA	-28.2	+8.0	Despite lower sales, significant YoY improvement o			
Operating Profit	-34.1	+10.2	back of fixed cost reductions and higher productivity. Minimal impact from Ishikawa earthquake			
Net Income -44.3 -18.5		-18.5	Increased YoY on a normalized basis after accounting for fall-off of one-off gains last year fror debt forgiveness (JPY 15B) & China back-end factor sale (JPY 13.5B)			

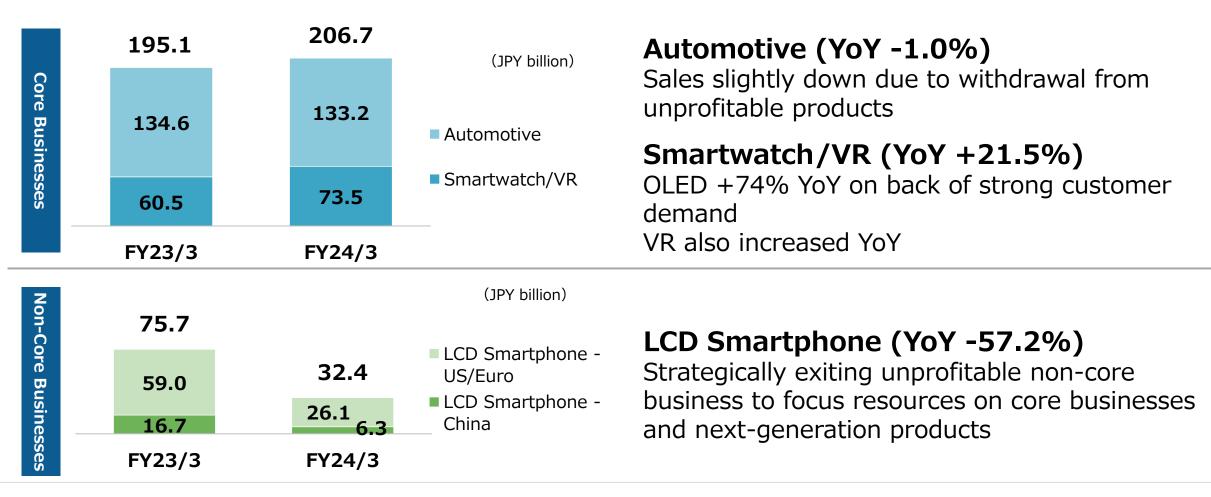
EBITDA & OP Significantly Improved on Back of Big OLED Growth, Fixed Cost Reductions, & Tighter Inventory Management

(Units: JPY billion)	Result	YoY				
Sales	58.8	-6%	Core businesses (Automotive, Smartwatch/VR)			
Core Businesses	51.9	+10%	grew steadily, while non-core businesses (LCD smartphones) continued to be strategically			
Non-Core Businesses	6.9	-55%	downsized			
EBITDA	-5.2	+15.0	Significant YoY improvement on back of big OLED growth, fixed cost reductions, & tighter inventory			
Operating Profit	-6.5	+15.5	management			
Net Income	-6.3	+2.1	Net income improved YoY on back of strong operating strength despite fall-off of one-off gains reported last year for debt forgiveness (JPY 15B)			

FY24/3 Sales by Segments



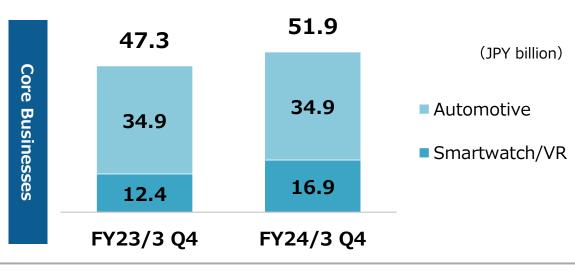
Automotive Slightly Down on Withdrawal from Unprofitable Products OLED +74% YoY Driving Smartwatch/VR Growth LCD Smartphone Down on Strategic Downsizing



FY24/3 Q4 (3M) Sales by Segments



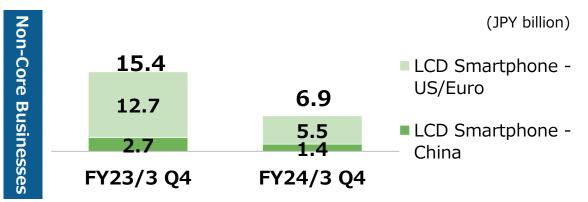
Automotive Slightly Down on Withdrawal from Unprofitable Products OLED +171% YoY Driving Smartwatch/VR Growth LCD Smartphone Down on Strategic Downsizing



Automotive (YoY -0.1%)

Sales flat despite withdrawal from unprofitable products

Smartwatch/VR (YoY +36.8%) OLED +171% YoY on back of strong customer demand



LCD Smartphone (YoY -55.1%)

Strategically exiting unprofitable non-core business to focus resources on core businesses and next-generation products

FY24/3 Operating Profit Change Breakdown



Operating Loss Shrank on Leaner Business Structure & Relentless Fixed Cost Reductions (JPY billion) FY23/3 FY24/3 (Actual) (Actual) Sales: 239.2 Sales: 270.7 -34.1-44.4 Higashiura Fab Fall-off of production end & inventory Mobara Fab cost valuation losses USD/JPY reductions +4.5136→145 OLED +2.7growth +15.5-12.5 +2.7-2.6 Operating Operating Volume FX Mix Enegy Fixed Other Profit Profit Impact Costs Costs

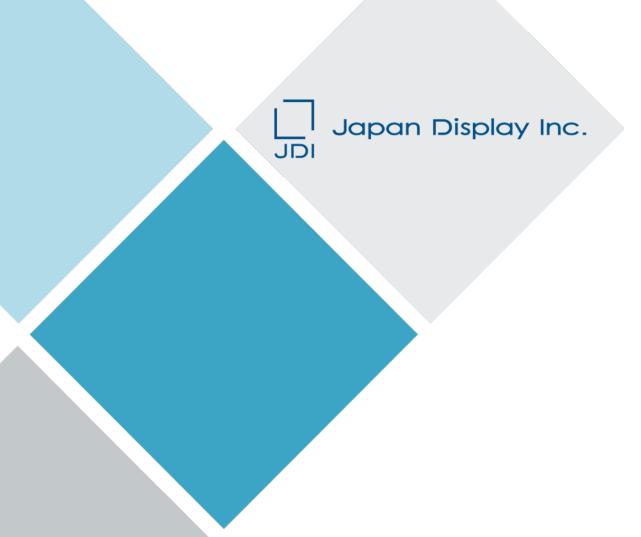
FY24/3 Q4 (3M) Operating Profit Change Breakdown



(JPY billion)

Operating Loss Shrank on Leaner Business Structure & Relentless Fixed Cost Reductions and OLED Growth

FY23/3 Q4 (3M) FY24/3 Q4 (3M) (Actual) (Actual) Sales: 62.7 Sales: 58.8 -6.5 Higashiura Fab production end & +6.6Mobara Fab cost -22.0 reductions Fall-off of OLED +6.7inventorv growth USD/JPY valuation losses 132→149 -1.3Tighter +4.3inventory control +1.1-1.9 FX Volume Mix Other Operating Enegy Fixed Operating Profit Profit Impact Cost Cost



FY25/3 Forecast

FY25/3 Forecast



Continue to Transform Business Portfolio & Drive Higher Earnings from Core Businesses While Shrinking Commoditized LCD Smartphone & Unprofitable Automotive Products EBITDA Positive in H2

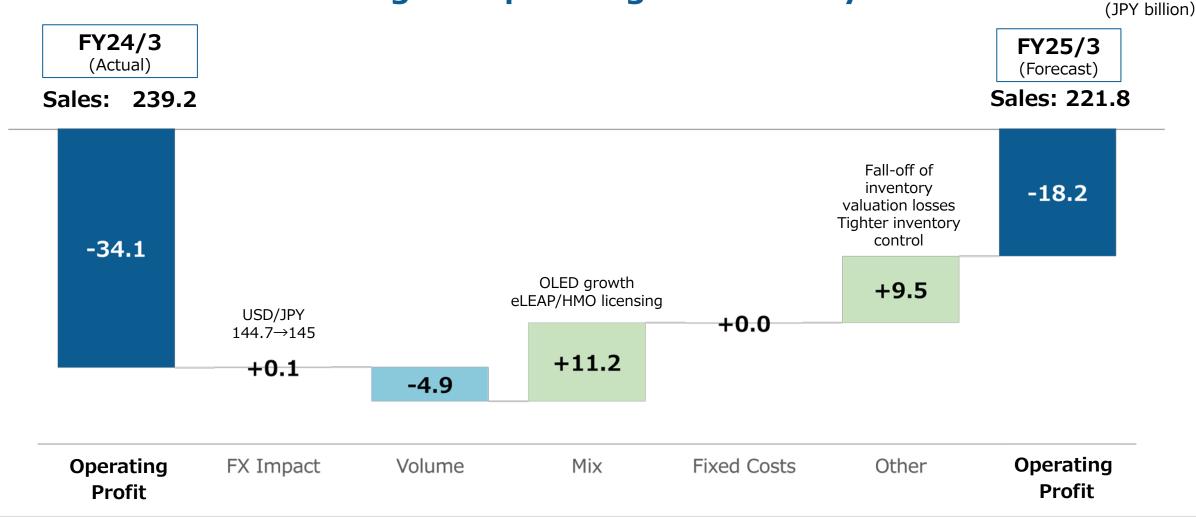
(JPY billion)	FY24/3		FY25/3 FCST		FY24/3	FY25/3 FCST	N - N
	H1	H2	H1	H2	Full-Year	Full-Year	ΥοΥ
Sales	119.9	119.3	104.5	117.3	239.2	221.8	-17.4
Automotive (Core)	63.1	70.1	65.6	66.2	133.2	131.8	-1.4
Smartwatch/VR (Core)	40.1	33.4	31.3	49.5	73.5	80.8	+7.3
LCD Smartphone - US/Euro (Non-Core)	13.7	12.4	5.9	0.0	26.1	5.9	-20.2
LCD Smartphone -China (Non-Core)	3.0	3.3	1.7	1.6	6.3	3.3	-3.0
EBITDA	-18.1	-10.1	-13.0	1.3	-28.2	-11.7	+16.5
Operating Profit	-21.4	-12.7	-15.3	-2.9	-34.1	-18.2	+15.9
Recurring Profit	-19.1	-14.1	-17.9	-6.4	-33.2	-24.3	+8.9
Net Income	-28.7	-15.6	-17.0	-9.6	-44.3	-26.6	+17.7

FY25/3 FX assumption: USD/JPY=145

FY24/3 \rightarrow FY25/3 Operating Profit Breakdown



OP to Improve on Strong OLED Growth, eLEAP/HMO Licensing, & Higher Operating Productivity



FY25/3 H1 \rightarrow FY25/3 H2 Operating Profit Breakdown



OP Improvement Driven by Higher LTPS Fab Utilization & eLEAP/HMO Licensing EBITDA Positive in H2





Business & METAGROWTH 2026 Update

METAGROWTH 2026 Growth Strategy

<u>Global No. 1</u> Technology Leadership to Best Serve Customers and Deliver PersonalTech For A Better World

METAGROWTH in Value Creation



META

"Comprehensive, Overarching" Underscores JDI's Commitment to Transformational Growth

Metaverse Also a JDI Growth Driver



Core Strategy

Displays are a foundational technology for modern society JDI has unmatched technological capabilities to deliver customer and social value and improve people's lives



Core Strategy | Global No.1 Technology Leadership







<u>Global No. 1</u> Technology Leadership

- JDI has regained technology leadership in the global display industry with its <u>Global</u> <u>No. 1</u> proprietary technologies, including eLEAP (NextGen OLED), HMO (High Mobility Oxide), Metaverse (Ultra High Resolution), & Rælclear (Transparent Displays)
- JDI will further expand its technology leadership to dramatically increase customer & shareholder value

Core Strategy | Market-Leading Tech, Transformational Growth



Market-Leading Technology, Transformational Growth

- The global display business is a technology industry. JDI is a technology company. So are its customers. Customers' needs are superior technology & high cost performance
- Support JDI's customers' value creation & competitive advantage by delivering proprietary <u>Global No.1</u> technologies such as eLEAP, which has unparalleled cost performance
- End participation in commodity competition, leverage JDI's one-of-a-kind, innovative technology to generate radical improvements in profitability & growth

Core Strategy | GreenTech & Sustainability



GreenTech & Sustainability

- Address deeply important global environmental issues via JDI environment positive GreenTech such as eLEAP & HMO, which deliver significant value to JDI's socially conscious customers
- Companies exist to serve society. JDI will always run its business to contribute to a sustainable world
- JDI is committed to an open corporate culture and supports the growth of each & every employee and their pursuit of <u>Global</u> <u>No. 1</u> excellence

Ishikawa Earthquake & Fab Recovery (January 2024)





• January 1st: M7.6 Earthquake hit Ishikawa

 JDI Ishikawa Fab experienced multiple burst pipes, water leaks, boiler stoppages, equipment damage, and machine misalignment

January 2nd: Immediate Response

 Immediately launched 70-person recovery task force, and commenced recovery activities from early morning

January 24th: Line Relaunch

JDI relaunched production on multiple lines

January 31st: Fully resumed production

JDI fully resumed production at its Ishikawa fab

Dramatically Strengthen Competitiveness via Fab Optimization



Increase Core Profitability and Capital Efficiency through Fixed Cost Reductions & Asset-Light Execution



Fixed Cost Reductions JPY 43B/Year



FY24/3 YoY growth, with continued growth in FY25/3 and beyond

- Continuing market shift from LCD to OLED
- JDI's world-leading OLED technology driving strong customer demand & JDI market share growth
- 100% fab utilization customer demand exceeds capacity, will fill increased demand with eLEAP
- Having generated economies of scale,
 OLED business now structurally profitable
- eLEAP & its unmatched cost performance to drive further growth
- Progressing discussions in Wuhu, China to expand JDI eLEAP capacity by >50X

Accelerating METAGROWTH 2026 with JOLED Engineering Talent



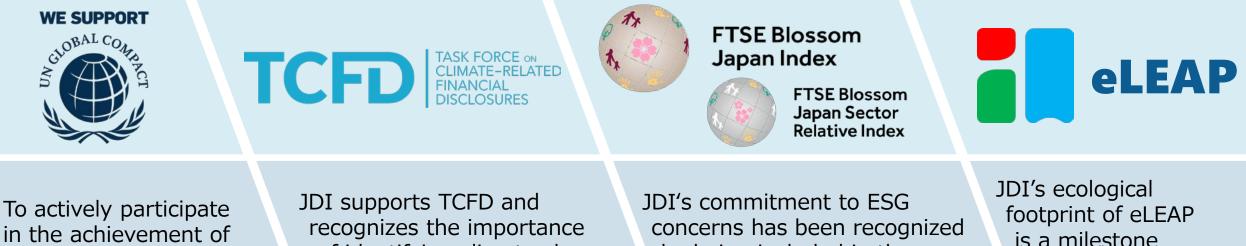


JDI Sustainability – Working for a Better World





JDI is deeply committed to being an environmentally conscious, sustainable company and always considers its fabs' impacts while working to reduce resource consumption & emissions.



in the achievement o their goals, JDI is a signer of the UN Global Compact (UNGC). DI supports TCFD and recognizes the importance of identifying climate change risks and opportunities and related disclosures in order to support JDI's sustainable growth.

DI's commitment to ESG concerns has been recognized by being included in the FTSE Blossom Japan Sector Relative Index in 2022 and FTSE Blossom Japan Index in 2023. DI's ecological footprint of eLEAP is a milestone for GreenTech by drastically reducing chemical & energy consumption and CO2 emissions. JDI continues to grow and strengthen its world-class IP portfolio, with over 5,000 global OLED patents granted and over 500 eLEAP patents filed, and new agreements with Tianma Microelectronics, Innolux, and TCL CSOT to license JDI patents over the past two years



METAGROWTH 2026 – New Technology, Products, & Businesses 1



JDI's LumiFree, the world's first fully customizable LED lighting control technology, has been in mass production since July 2023



Currently shipping to two major lighting solution providers, Tokistar and Daiko

LumiFree won the 2024 Award for Technology Development Achievement from the Illuminating Engineering Institute of Japan (IEIJ) (Note 1)

To further drive growth, JDI entered into a LumiFree business partnership with GRE Alpha Electronics in April 2024 to incorporate LumiFree into global customers' lighting products **METAGROWTH 2026 – New Technology, Products, & Businesses** ⁽²⁾



Virgo Self-Care Tailored for You

Virgo presentation available at:

https://ssl4.eir-parts.net/doc/6740/tdnet/2392184/00.pdf



Requirements

- **1.** Relentless cost reductions
- 2. In line with METAGROWTH 2026 growth strategy, generate multiple new Global No. 1 technologies, products, & businesses
- 3. Drive higher LCD fab utilization to achieve economies of scale

Opportunities

- 1. Tight supply for highperformance LTPS LCD, at which JDI excels
- 2. Geopolitical risk moving some production away from China & Taiwan

Significant opportunity to boost fab utilization & drive industry consolidation



eLEAP Launch

eLEAP (NextGen OLED)



<u>e</u>nvironment positive

eleap

- <u>Lithography with maskless deposition</u>
- Extreme long life, low power, & high luminance
- <u>Any shape Patterning</u>



OLED Is The Winning Display Technology ①



Due to its superior performance & continuing cost reductions, OLED is positioned to become the overwhelming display market leader

Display Market Share

LCD

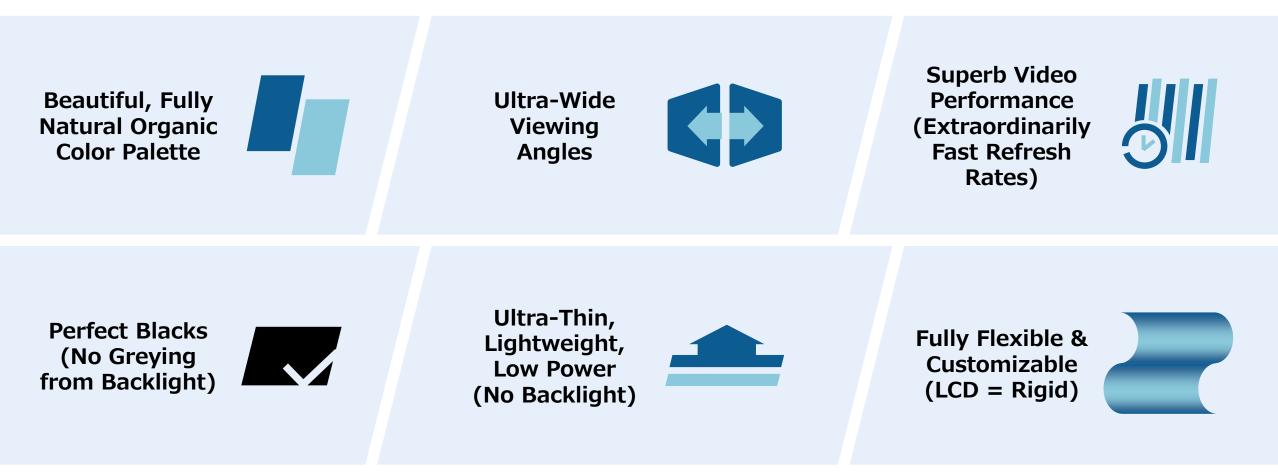
OLED IsThe Winning DisplayTechnology

And eLEAP Is The Winning OLED Technology

OLED Is The Winning Display Technology ⁽²⁾

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Unlike LCDs that require backlighting, OLED displays have selfilluminating, organic pixels, offering unparalleled viewing experience



OLED Is The Winning Display Technology ③

Across Smartphones, Automotive, and Notebook PCs (and also other market segments), the market leaders have all begun the shift from LCD to OLED in order to deliver best-in-class display performance for their customers

The major global smartphone brands have all shifted their highend models to OLED a number of years ago. They are continuing this OLED shift across-the-board and being joined by competitors in order to stay relevant in the highly competitive smartphone market.

Leading European and US brands are beginning their shift to OLED displays, especially for high-end models, while indicating that OLED is central to their future display technology roadmaps across-the-board. Nearly all major global top brands for notebook PCs have started including OLED as a high-end option. While OLED was originally reserved for gaming & professionals, OLED is now also being rolled out in mid-range products.

Smartphones





Customer product roadmaps strongly suggest that OLED will continue to prevail over MicroLED & MicroOLED as the superior display technology that best matches consumers' mass market needs for outstanding display performance at an affordable price point



OLED > Micro OLED

Unresolved technical issues, production yield challenges, and high costs are barriers to MicroLED & MicroOLED's mass adoption

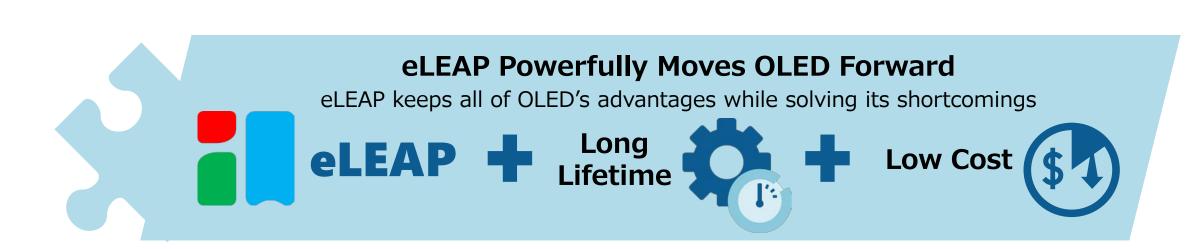


As OLED continues to replace LCD and take market share, the growth upside is massive



Despite Its Superb Performance, OLED Has Inherent Issues

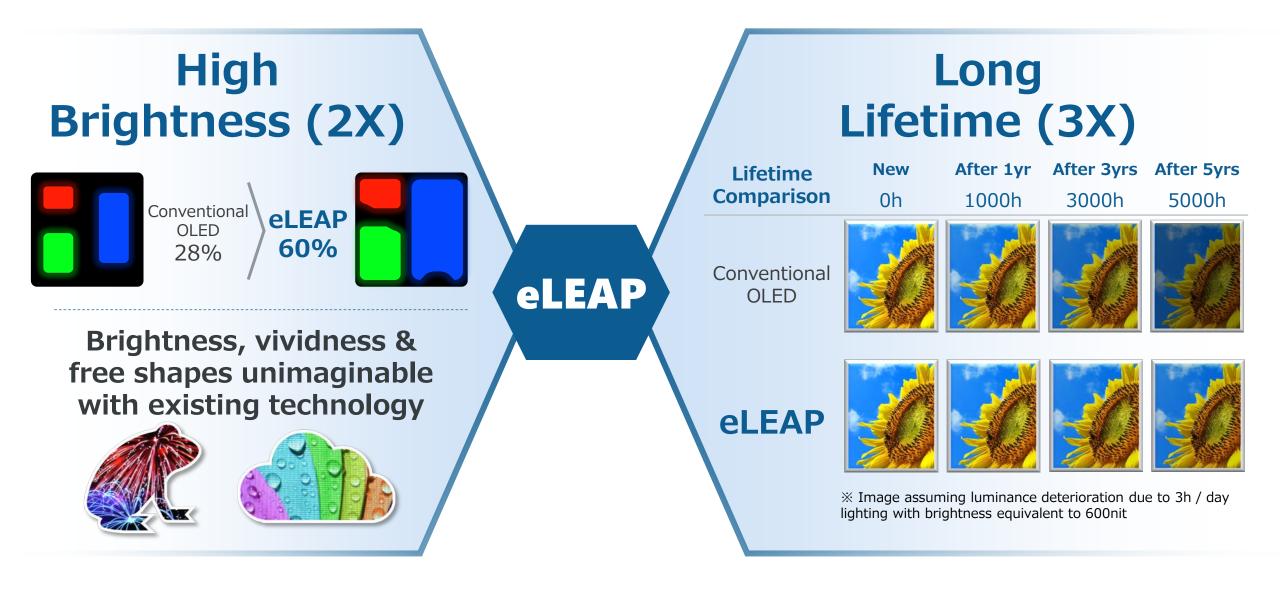
These issues make OLED dysfunctional for a wide variety of display applications



Short Lifetime

High Production Cost





Using eLEAP's lithography with maskless deposition process instead of conventional OLED's FMM (fine metal masks) will reduce OLED production costs by c. 30%



- No FMM purchasing costs or cleaning costs (chemical & water usage)
- No FMM-related production downtime for replacing & maintaining FMMs
 = higher eLEAP fab utilization
- No FMM-related yield reduction or replacement costs

eLEAP's Unprecedented Environmental Value

Maskless OLED deposition is a breakthrough, environment positive production process that eliminates mask cleaning chemicals 150k tons p.a. of CO2 emission reduction via deployment at JDI Mobara

150k tons of yearly CO2 emissions =

CO2 Absorption Volume of 17M cedar trees

Cedar forest the size of 3.7k Tokyo Domes



CO2 emissions are JDI's calculations based on G6 Mobara plant at 30 k sheets/month

Display Area

58X

eLEAP 14" Prototype



First Customer Samples: July 2023 Specs & performance surpass customer expectations. At DIC2023, eLEAP wins Special Technology Prize, the highest award

eLEAP 1.4" Prototype



First Customer Samples: Sep 2022

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JDI has developed an ultra-high brightness 14-inch eLEAP display that achieves a peak brightness of 1600 nits using a single stack



First Customer Samples: April 2024

- The 14-inch eLEAP display uses a single-stack structure to deliver brightness of 1600 nits
- For conventional OLED to achieve similar brightness levels requires using a double-stack tandem structure, but this makes both the product and the manufacturing process more complex and results in higher costs
- By employing a tandem structure, eLEAP can achieve brightness levels exceeding 3000 nits



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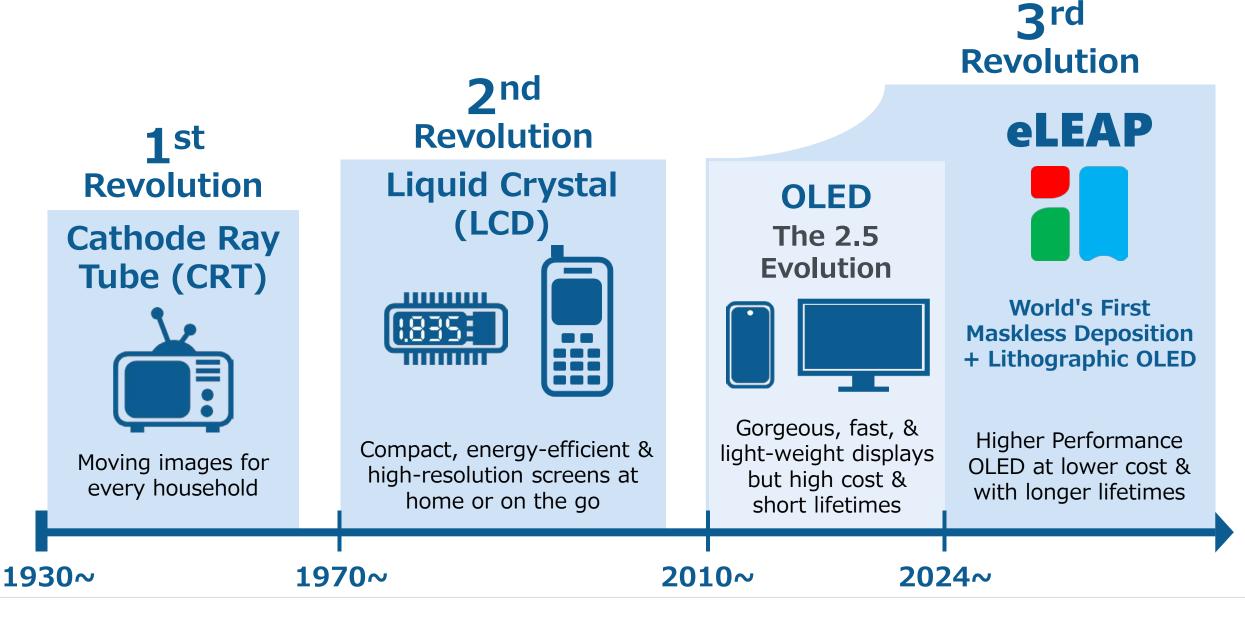
ELEAP 2024

The World's Most Advanced OLED Current Production Yield: >60%

JDI Mass Production Launch: December 2024

eLEAP Completes the 3rd Display Tech Revolution







- eLEAP is a Gamechanger for Global Display Tech
- eLEAP Combines Unmatched Performance, Low Cost, & the Ability to Scale Across All Display Sizes & Applications
- eLEAP's Total Addressable Market (TAM) is thus the total Global Display Market, with a Total Market Size of USD 133 Billion in 2024
- With eLEAP, JDI is Committed to Delivering Unprecedented Customer Value & Completing the 3rd Display Revolution

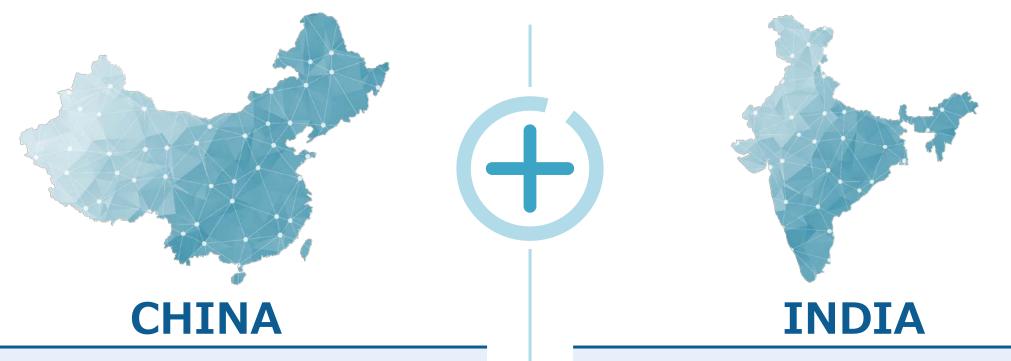
Source: TAM is from "Worldwide Flat Panel Display Market (Active Matrix)", OMDIA, April 2024



- JDI signed a memorandum of understanding (MOU) with the Wuhu Economic and Technical Development Zone on September 29, 2023, and discussions are progressing towards the signing of final contract in October 2024
- Will increase JDI's eLEAP production capacity by >50X
- Important step towards building a new global display ecosystem based on JDI's Global No.1 technologies

CHINA + INDIA JDI Fab Strategy

Local Production & Presence in Massive, Growing Markets



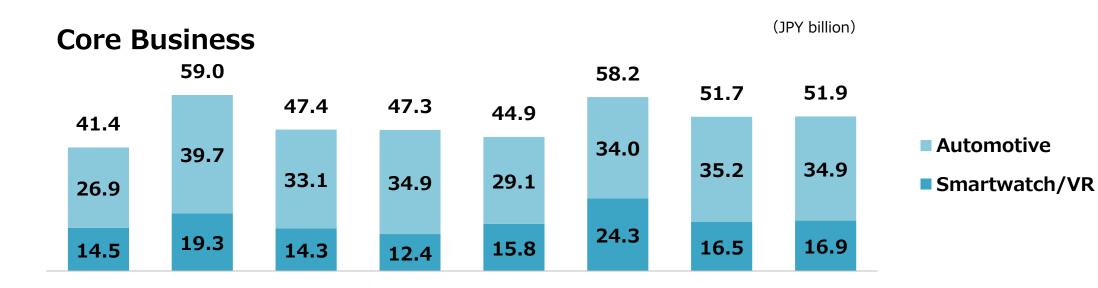
- Target signing of final contract for Wuhu large-scale eLEAP project by October 2024
- Build world-leading eLEAP display fab, targeting mass production in 2026

- Inbound inquiries from multiple Indian conglomerates for technical support & joint business development in India
- Ongoing discussions on building eLEAP fab & business in India

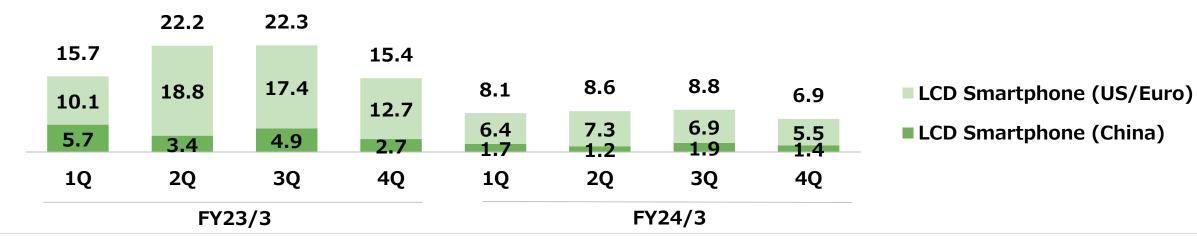


Appendix

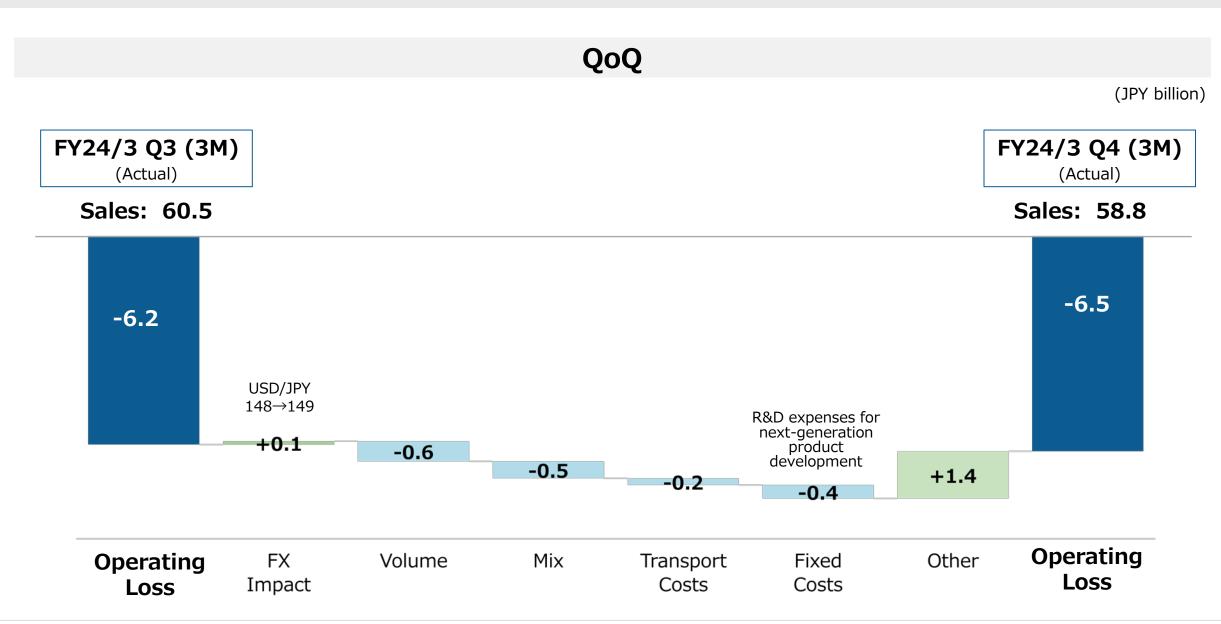
Quarterly Sales Breakdown by Segments



Non-Core Business



FY24/3 Q4 (3M) Operating Profit Breakdown



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Consolidated B/S

(JPY billion)	FY23/3 FY24/3		vs. FY23/3	
Cash and deposits	26.2	29.3	+3.1	
Accounts receivable - trade	40.9	29.3	-11.6	
Accounts receivable - other	18.3	17.9	-0.4	
Inventories	60.3	64.0	+3.6	
Other	5.1	11.5	+6.4	
Total current assets	150.9	152.0	+1.1	
Total non-current assets	71.8	72.0	+0.2	
Total Assets	222.7	224.0	+1.3	
Accounts payable - trade	45.2	46.3	+1.1	
Interest-bearing debt	1.5	34.8	+33.3	
Accounts payable - other	9.3	18.1	+8.8	
Other liabilities	42.3	39.2	-3.1	
Total Liabilities	98.3	138.3	+40.1	
Total Net Assets	124.4	85.7	-38.8	
Shareholders Equity Ratio	55.8%	38.1%	– 17.6pts	

Note: Differences in balances of "cash and deposits" in B/S & "cash & equivalents" in cash flow statement are "deposits"

(JPY billion)	FY23/3 Q4	FY24/3 Q4	YoY	FY23/3 (12M)	FY24/3 (12M)	YoY
Sales	62.7	58.8	-3.9	270.7	239.2	-31.6
EBITDA	-20.2	-5.2	+15.0	-36.2	-28.2	+8.0
Operating Profit	-22.0	-6.5	+15.5	-44.4	-34.1	+10.2
Non-Operating Income	1.6	1.8	+0.2	5.6	6.9	+1.4
Non-Operating Expenses	-1.6	-2.0	-0.5	-4.1	-6.0	-1.9
Recurring Profit	-21.9	-6.7	+15.2	-42.9	-33.2	+9.7
Extraordinary Income	15.2	0.4	-14.8	29.7	0.5	-29.2
Extraordinary Losses	-1.4	-0.1	+1.3	-8.7	-11.1	-2.4
Income Before Income Taxes	-8.2	-6.4	+1.7	-21.9	-43.8	-21.9
Net Income	-8.4	-6.3	+2.1	-25.8	-44.3	-18.5
Avg. FX rate (USD/JPY)	132.4	148.6		135.5	144.7	
Q-End FX rate (USD/JPY)	133.5	151.4		133.5	151.4	

Consolidated Cash Flow Statement

(JPY billion)	FY23/3 Q4	FY24/3 Q4	FY23/3 (12M)	FY24/3 (12M)	YoY
Income before income taxes	-21.9	-6.4	-21.9	-43.8	-21.9
Depreciation & amortization	8.3	1.3	8.3	6.0	-2.2
Working capital	-21.1	-2.6	-21.1	11.2	+32.2
Gain on sale of subsidiary shares	-13.5	0.0	-13.5	0.0	+13.5
Gain on debt forgiveness	-15.0	0.0	-15.0	0.0	+15.0
Other	-2.5	1.5	-2.5	9.0	+11.5
Cash Flow from Operating Activities	-65.7	-6.3	-65.7	-17.6	+48.1
Fixed asset investments	-8.6	-1.8	-8.6	-12.1	-3.5
Proceeds from subsidiary share sale	18.2	0.0	18.2	0.0	-18.2
Other	0.2	-0.2	0.2	-1.3	-1.5
Cash Flow from Investing Activities	9.8	-2.1	9.8	-13.4	-23.2
Net increase / decrease in short-term borrowin	28.0	9.5	28.0	33.5	+5.5
Other	-0.3	-0.1	-0.3	-0.6	-0.3
Cash Flow from Financing Activities	27.7	9.4	27.7	32.9	+5.2
Ending Balance, Cash & Equiv.	25.8	28.7	25.8	28.7	+3.0
Free Cash Flow	-74.3	-8.2	-74.3	-29.7	+44.6

Note: Free Cash Flow = Cash Flow from Operating Activities less Capex



Thank You!

Any information related to market trends or industries mentioned in this document is based on information available at present and JDI does not guarantee that this information is accurate or complete.

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